

# ***PARTNERING THROUGH DIVERSITY***

## ***ADOT ANNUAL DBE CONFERENCE***



**More know-how! More opportunities!  
More information! More contacts!**



*Designed to introduce DBE businesses to the people and services available to help them succeed in doing business in the transportation industry.*





# ***PARTNERING THROUGH DIVERSITY***

## ***ANNUAL DBE CONFERENCE***

### **This year's conference is bigger and better!**

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**More know-how!** Last year we provided top notch training in key business areas such as bonding, lending, marketing, and accounting for subcontractors. For 2006 we have added training and support services for professional service firms and vendors.

**More opportunities!** We've teamed up with our community partners, City of Phoenix Aviation, and Valley Metro Rail to present the most up-to-date transportation opportunities information at the Transportation Networking Forum.

**More information!** The Arizona DBE Uniform Certification Program has over 900 separate subcontractors, service firms, and vendors. If you're a DBE and are unaware of the services available to you to grow your business, you can't miss this conference.

**More contacts!** Conference participants will have the opportunity to interact directly with local, state, and national officials and industry representatives.

The Partnering Through Diversity Conference is brought to you by ADOT DBE Supportive Services Program. The conference is designed to introduce DBE businesses to the people and services available to help them succeed in doing business in the transportation industry. The ADOT Annual DBE Conference will help you build better working relationships with ADOT's staff, decision makers and prime contractors. Seminars are scheduled to help DBE companies increase their success and become more efficient in their work. Best of all, ADOT is keeping this conference affordable so that learning to be a better business does not have to be an economic hardship.



### **Conference Hotel Information**

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Hyatt Regency Phoenix at Civic Plaza, 122 N. 2nd Street Phoenix, Arizona 85004  
Tel: 602 252 1234 Fax: 602 254 9472

The conference host hotel is the Hyatt Regency Phoenix in downtown Phoenix, Arizona. The hotel is expecting to have no vacancy during the week of the conference due to other events in the area. Participants requiring lodging should make other arrangements.

### **About ADOT DBE Supportive Services Program**

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The Arizona Department of Transportation DBE Supportive Services program provides managerial and technical assistance to certified Disadvantaged Business Enterprises (DBE) firms to help them develop the skills necessary to compete on highway construction projects. The program is used to meet the regulation in Title 49 of the Code of Federal Regulations, Part 26.


DBE Program Administrator: Lisa Wormington, [lwormington@azdot.gov](mailto:lwormington@azdot.gov)

Certification Program Manager: Tom Moore, [tmoore@azdot.gov](mailto:tmoore@azdot.gov)

DBE Supportive Services Program Manager: Ralph Gonzales, [rgonzales@azdot.gov](mailto:rgonzales@azdot.gov)

DBE Supportive Services Program Specialist: Jamie Graves, [jgraves2@azdot.gov](mailto:jgraves2@azdot.gov)

1135 N. 22nd Avenue, 2nd Floor Mail Drop 154A Phoenix, AZ 85009 Phone: (602) 712-7761 Fax: (602) 712-3711  
Website: <http://www.azdot.gov> Uniform Certification Program website: [www.azdbe.com](http://www.azdbe.com)





# ***This year's conference offers even more training over two and a half days.***

## **AGENDA**

Wednesday, April 26, 2006

8:00 AM - 5:30 PM Registration

9:00 - 10:15 AM Conference Welcome  
Victor Mendez, Director, Arizona  
Department of Transportation

10:30 AM - 12:00 PM "How to Do Business with the State of Arizona"  
Mark Johnson, State Procurement Office

12:00 PM - 1:30 PM Working Lunch: "Upcoming Opportunities for  
DBE's with ADOT"  
Sam Elters, State Engineer, ADOT

1:45 PM - 3:15 PM Concurrent Breakout Sessions

Building Your Business Plan  
Anson J. Arviso, ABC Consulting, Inc.

Understanding Health and Fringe Benefits  
Mary Steigerwald, Healthcare Group of Arizona

3:30 PM - 5:00 PM Concurrent Breakout Sessions

Preparing Your Loan Package  
Patti Tellez, Kuniklo Corporation

Project Control—Costs, Time, and Resources  
Dave Richards, Chief Estimator, Granite Construction

5:00 PM - 7:00 PM Transportation Networking Forum  
Held in cooperation with Valley Metro Rail,  
City of Phoenix Aviation, and Federal  
Highway Administration

Thursday, April 27, 2006

7:00 AM - 6:00 PM Registration

7:30 AM - 8:45 AM Breakfast: "USDOT OSDBU and MRC"  
Roger Minami, Director, USDOT Office of  
Small Business Utilization (Invited)

9:00 AM - 10:30 AM Concurrent Breakout Sessions

Estimating and Bidding  
Richard Bowles,  
Progressive Training Consultants

Writing Winning Proposals  
Heidi Valisoff, Peoplebuilders

10:45 AM - 11:45 AM Concurrent Breakout Sessions

Working with Engineering and Consulting Section  
Carrie Satterlee, Contract Manager, ADOT ECS

Governor's State Contracting Initiative  
Manny Cisneros,  
Governor's Office of Equal Opportunity

12:00 - 1:30 PM Working Lunch: "The State of Small Business"  
Lydia Aranda, Governor's Small Business Advocate

1:45 PM - 3:15 PM Concurrent Breakout Sessions

Marketing: Your Road to Success  
Joe Donato, Donato Consulting

Are You Covered? Understanding Liability Insurance  
Blake Johnson, Vice President, Minard Ames

3:30 PM - 5:00 PM Concurrent Breakout Sessions

DBE Fraud  
Lisa Wormington, DBE Program Administrator

Bonding for Contractors  
William A. "Wink" Ames,  
Director, Minard Ames

5:00 PM - 6:00 PM Pre-Dinner Reception

6:00 PM - 8:00 PM "Partnering Through Diversity"  
Awards Dinner  
Guest Speaker: Israel G. Torres,  
Director, Arizona Registrar of Contractors

Friday, April 28, 2005

7:00 AM - 8:00 AM Continental breakfast

8:00 AM - Noon ADOT Certified Payroll Workshop  
Anna Clark, ADOT Field Reports Office  
Participants will receive an ADOT Certification  
of Completion for completing this four (4) hour  
session. More than one company  
representative may attend.

9:00 AM - 10:30 AM Cost Management  
Richard Bowles,  
Progressive Training Consultants

**Partnering Through Diversity ADOT Annual DBE Conference**  
**April 26-28, 2006**  
**Hyatt Regency Phoenix at Civic Plaza, 122 N. 2nd Street, Phoenix, Arizona 85004**



**CONFERENCE REGISTRATION**

Please mark your selection.

☐ **Full Conference Registration** **\$150 per Company**  
Registration fee includes conference materials and admission to all scheduled events and meals for up to two (2) company representatives. Registration is due by April 14th.

☐ **Additional Person Conference Registration** **\$100 per Person**

This is only available to companies who have at least one full conference registration. Additional person fee includes conference materials and admission to all schedule events and meals for one additional person per company.  
Registration is due by April 14th.

☐ **Transportation Networking Forum Exhibit Table** **\$25 per Company**

The fee includes one six-foot draped table to display company information and to greet participants during the Transportation Networking Forum on Wednesday, April 26th. This is available to prime contractors, DBEs, service providers and government agencies.

☐ **Partnering Through Diversity Awards Dinner** **\$50 per Person OR \$500 per Table of 10**

Dinner registration is included with Full Registration and Additional Person Registration.  
Additional dinner tickets are available for separate purchase.

**On-Site Registration is required after April 14th.** Please call Jamie Graves for availability, (602) 712-7761.

**Company Information**

Company: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_ Website: \_\_\_\_\_

**Conference Participants**

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Fee: \$150  
Name: \_\_\_\_\_ Title: \_\_\_\_\_ Fee included  
Additional Participant  
Name: \_\_\_\_\_ Title: \_\_\_\_\_ Fee: \$100

Exhibit Table Fee: \$25

**Additional Dinner Tickets**

\_\_\_\_\_ # persons @ \$50 per person \$ \_\_\_\_\_

\_\_\_\_\_ # tables @ \$500 per table of 10 \$ \_\_\_\_\_

Total payment due: \$ \_\_\_\_\_

**PAYMENT INFORMATION**

Registration payments must be in the form of a check or money order only. Please make check payable to "Associated Minority Contractors of America" and send with completed registration forms to ADOT DBE Supportive Services Program:

ADOT Civil Rights Office  
DBE Supportive Services Program  
1135 N 22nd Avenue, Second Floor  
Phoenix, AZ 85009  
Fax: (602) 712-3711